

Message Text

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PAGE 01 CARACA 02101 232235Z

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ACTION COME-00

INFO OCT-01 ARA-06 ISO-00 EB-07 /014 W

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P 232219Z FEB 76

FM AMEMBASSY CARACAS

TO SECSTATE WASHDC PRIORITY 2097

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EO 11652 NA

TAGS: BEXP, VE

SUBJ: MAJOR PROJECT: RAILROAD

REF: STATE 36567, STATE 39135, CARACAS 1715

1. EMBASSY PRESENTED LETTER TO MINISTRY OF COMMUNICATIONS ON FEB 20 INDICATING PULLMAN/ PARSONS AND MORRISON-KNUDSEN AS THE US CONSORTIA PREPARED TO PARTICIPATE IN VENEZUELAN INTERNATIONAL PUBLIC TENDER 76-FC-01 WHICH IS THE FIRST SEGMENT OF THE VENEZUELAN RAILROAD DEVELOPMENT PROGRAM. OTHER COUNTRIES SUBMITTING TENDERS WERE THE FOLLOWING: WEST GERMANY, ARGENTINA, AUSTRIA, BELGIUM, BRAZIL, CANADA, SPAIN, FRANCE, HOLLAND, INDIA, UNITED KINGDOM, ITALY, JAPAN, ROUMANIA, YUGOSLAVIA,
 2. THE CHAIRMAN OF THE BIDDING COMMITTEE INFORMED THE DELEGATES OF THE VARIOUS COUNTRIES ATTENDING THE MEETING IN WHICH DOCUMENTS WERE SUBMITTED INDICATING CONSORTIA HAD BEEN FORMED, THAT UNTIL SUCH TIME AS INDIVIDUAL CONSORTIA HAD NAMED A VENEZUELAN REPRESENTATIVE TO ACT ON THEIR BEHALF OR HAVE AVAILABLE A REPRESENTATIVE WITH POWER TO SIGN IN THE NAME OF THE CONSORTIUM IN VENEZUELA, ALL COMMUNICATIONS WITH THE CONSORTIUM WOULD BE THRU THE EMBASSY. COMMERCE SHOULD PASS THIS INFO ON TO PULLMAN/ PARSONS AND MORRISON-KNUDSEN SOONEST IN ORDER THAT THEY UNDERSTAND THE URGENCY OF ESTABLISHING A LEGAL REPRESENTATIVE HERE.
 3. ON MARCH 19, 1976, THE VARIOUS CONSORTIA FORMED WILL BE EXPECTED TO COMPLY WITH THE GENERAL CONDITIONS LISTED ON PAGES 16 THRU 17 OF THE GENERAL DOCUMENT CONCERNING THIS BID. COMMERCE
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SHOULD INFORM US CONSORTIA THAT THE REQUIREMENTS SHOULD BE

MET FULLY IF THE CONSORTIA INTEND TO CONTINUE IN THIS PROJECT,
OTHERWISE, THEY MIGHT BE DISQUALIFIED FOR NOT
HAVING COMPLIED WITH THE VARIOUS TECHNICALITIES REQUIRED.

4. REPRESENTATIVES OF VARIOUS COUNTRIES (SPAIN, FRANCE, GERMANY)
CONSIDER THE BIDDING SCHEDULE TO BE EXTREMELY TIGHT. ALTHOUGH
NO OPPORTUNITY WAS GIVEN FOR DELEGATES TO VIEW THE CONTENTS
OF THE DOCUMENTS DELIVERED ON FEB 20, THEY RANGED FROM A SIMPLE
LETTER SUBMITTED BY MOST COUNTRIES TO PACKAGES OF DOCUMENTS
CONTAINING DOZENS AND DOZENS OF PAGES SUCH AS WERE SUBMITTED
BY ROMANIA, GERMANY, FRANCE AND THE UK.

5. OF CONSIDERABLE IMPORTANCE IN WINNING THIS PROJECT WILL BE THE
CONDITIONS OF FINANCING OFFERED FROM ABROAD. IN GENERAL
CONDITION 1). PAGE 15, OF THE GENERAL DOCUMENT IT IS STIPULATED
THAT A CONSORTIUM MUST INCLUDE SOME FINANCIAL INSTITUTION.
BECAUSE THIS IS PROBABLY NOT FEASIBLE FOR ANY AMERICAN
CONSORTIUM, THE EMBASSY IS ATTEMPTING TO ASCERTAIN IF IT IS
TRULY NECESSARY FOR A FINANCIAL INSTITUTION TO BE A FULL CONSORTIUM
MEMBER.

6. THE BIDDING COMMITTEE CHAIRMAN MENTIONED THAT COPIES OF THE
MINUTES OF THE MEETING (PRESUMABLY INCLUDING NAMES OF CONSORTIA
OF THE VARIOUS COUNTRIES) WOULD BE AVAILABLE IN THE NEXT FEW
DAYS TO ALL DELEGATES ATTENDING THE ACT.
SHLAUDEMAM

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Message Attributes

Automatic Decaptioning: X
Capture Date: 01 JAN 1994
Channel Indicators: n/a
Current Classification: UNCLASSIFIED
Concepts: n/a
Control Number: n/a
Copy: SINGLE
Draft Date: 23 FEB 1976
Decaption Date: 01 JAN 1960
Decaption Note:
Disposition Action: RELEASED
Disposition Approved on Date:
Disposition Authority: ShawDG
Disposition Case Number: n/a
Disposition Comment: 25 YEAR REVIEW
Disposition Date: 28 MAY 2004
Disposition Event:
Disposition History: n/a
Disposition Reason:
Disposition Remarks:
Document Number: 1976CARACA02101
Document Source: CORE
Document Unique ID: 00
Drafter: n/a
Enclosure: n/a
Executive Order: N/A
Errors: N/A
Film Number: D760067-0982
From: CARACAS
Handling Restrictions: n/a
Image Path:
ISecure: 1
Legacy Key: link1976/newtext/t19760224/aaaaauws.tel
Line Count: 87
Locator: TEXT ON-LINE, ON MICROFILM
Office: ACTION COME
Original Classification: LIMITED OFFICIAL USE
Original Handling Restrictions: n/a
Original Previous Classification: n/a
Original Previous Handling Restrictions: n/a
Page Count: 2
Previous Channel Indicators: n/a
Previous Classification: LIMITED OFFICIAL USE
Previous Handling Restrictions: n/a
Reference: 76 STATE 36567, 76 STATE 39135, 76 CARACAS 1715
Review Action: RELEASED, APPROVED
Review Authority: ShawDG
Review Comment: n/a
Review Content Flags:
Review Date: 21 JUL 2004
Review Event:
Review Exemptions: n/a
Review History: RELEASED <21 JUL 2004 by izenbei0>; APPROVED <01 NOV 2004 by ShawDG>
Review Markings:

Margaret P. Grafeld
Declassified/Released
US Department of State
EO Systematic Review
04 MAY 2006

Review Media Identifier:
Review Referrals: n/a
Review Release Date: n/a
Review Release Event: n/a
Review Transfer Date:
Review Withdrawn Fields: n/a
Secure: OPEN
Status: NATIVE
Subject: MAJOR PROJECT: RAILROAD
TAGS: BEXP, VE
To: STATE
Type: TE
Markings: Margaret P. Grafeld Declassified/Released US Department of State EO Systematic Review 04 MAY 2006